

1322 Bothwell Street

REQUEST FOR DEVELOPMENT PROPOSALS

The Opportunity

Site development proposals are sought for the redevelopment of +/- 1.501 acres located at 1322 Bothwell Street in Greensboro, North Carolina. There is no submission deadline associated with this request. The RFP is ongoing until an acceptable proposal is received and accepted. Interested developers are encouraged to become familiar with the supporting materials referenced herein to successfully respond with a proposal. *The City is not responsible for any costs incurred in responding to this request.*



Figure 1. Site Location

Site Details

Location: 1322 Bothwell Street, Parcel #0014290

Owner: City of Greensboro

Deed: Deed Book 7742, Page 0063

Size: +/- 1.501 acres (per deed)

Zoning: CD-RM-8, Conditional District – Residential Multifamily - 8. The RM-8, Residential Multi-Family District is primarily intended to accommodate duplexes, twin homes, townhouses, cluster housing, and similar residential uses at a density of 8.0 units per acre or less. For more information on permissible uses visit the City’s [Land Development Ordinance](#) online webpage.

Available Utilities: Electricity, Telephone, Public Water and Sewer, Natural Gas

Access: The site has two curb cuts off of Bothwell Street.

Context: The site contains a 14,677 square foot building constructed in 1987 most recently used as an assisted living facility. The building sustained significant damage in a fire, and is currently vacant.

The surrounding neighborhood boundaries are Martin Luther King Jr. Drive to the west, East Florida Street to the north, Interstate 40 to the south, and Highway 29 to the east. The neighborhood is predominantly single family residential, with commercial uses along Martin Luther King Jr. Drive and a medical use located north of the property. The neighborhood has convenient access to shopping, schools, and employment.

The site sits in proximity to a floodplain associated with a nearby creek. According to FEMA Map #3710787300J dated June 18, 2007 a portion of the subject site located on the eastern boundary of the property lies within the AE designated flood area (the “AE Zone”). The AE Zone is defined as an “area of 1% annual chance of flooding and a 26% chance of flooding over the life of a 30-year mortgage.” The

majority of the property is located within Zone X. For more information contact City of Greensboro Water Resources Department.

The site is adjacent to the US 29/Interstate 40/85 interchange; 100 feet from Guilford County Open Space/Park; 675 feet from Kindred Hospital (specializing in long-term acute care); and 1,100 feet from a neighborhood retail center.

Sales History: The City of Greensboro acquired the subject property by way of a Commissioners Deed from Capital Bank/Southern Community Bank on September 17, 2015. Prior to this transaction, Deed Book 6274, Page 2199 indicates that Daybreak Assisted Living of Greensboro, LLC acquired the subject property from Faiger M. Blackwell on March 15, 2005.

Taxes: According to the Guilford County Tax Dept., the current assessed tax value of the property: is \$111,000 land value, \$519,800 building value, and \$6,000 outbuilding value, for a total value of \$636,800. The property is currently tax exempt.

Funding: No City funding is offered in association with the sale of this property.

Upset Bid: Properties are sold through an upset bid process based on a third-party appraised value. Bids are advertised for 10 business days prior to City Council consideration of the sale.

Public Policy, Plans, and Studies

The following plans and studies guide development of the site:

Comprehensive Plan

Connections 2025 Comprehensive Plan. Adopted in 2003, the City of Greensboro's Comprehensive Plan is a guide to Greensboro's future growth and development. The plan is available online at: <http://www.greensboro-nc.gov/modules/showdocument.aspx?documentid=25742>

Regulatory Framework

Land Development Ordinance (LDO). The Land Development Ordinance provides use, dimensional and massing standards for development throughout the City. The LDO is available online at: <http://online.encodeplus.com/regs/greensboro-nc/>

M/WBE Policy

Minority/Women Program Plan. In 2019, the City adopted a Minority/Women Program Plan effective 7/1/2019. It is the City's policy to ensure all businesses are afforded the maximum opportunity to participate in City purchasing and contracting processes. You are strongly encouraged to review more information regarding the M/WBE program online at www.greensboro-nc.gov/MWBE.

Submission Requirements

Responses must include the following:

1. **Cover Letter.** Provide a signed cover letter that includes a general statement from an authorized officer or director of the development entity submitting the proposal. Specify the bid/purchase amount.
2. **Description of Development Team.** Provide brief résumés for all members of the development team, noting the key personnel that will be involved in the development project if awarded.

3. **Description of Related Experience & Examples.** Provide a brief narrative that summarizes the development team’s development experience, with references to relevant development project examples. Describe the type of project (i.e., mixed-use, residential, or commercial), its size (in acres, square feet, units), and other relevant project details. Describe the role of associated team members. Links to on-line materials are permitted.
4. **Description of M/WBE Approach.** The City is committed to developing mutually beneficial business relationships with minority and women-owned business enterprises (M/WBE). Describe how the development team has included M/WBE participation in its past projects or business practices and proposed inclusion in project.
5. **Project Budget & Financial Capacity.** Provide a project budget, with appropriate line-item breakdowns for estimated materials, labor and site preparation costs. Provide documentation of financial capacity to complete site development. Provide a pro-forma, sources and uses of funds including the funding terms and conditions and documentation related to construction and permanent financing of the proposed project. Records may be marked ‘confidential’.
6. **Development Approach & Timeline.** Describe the proposed use of the site, scope of work, and provide a proposed development schedule including pre-development, construction and site close out timeframes. Include key activities to be completed in each step.
7. **References.** Provide a minimum of three professional references related to previous projects, with full contact information.
8. **Offer Price/Minimum Bid.** The minimum acceptable price is \$115,000. Final sale of the property is subject to a ten-day upset bid process as required under NCGS § 160A-269.
9. **Tenants.** If the property will be used as residential housing, provide a tenant selection plan and market needs analysis relative to the type of proposed housing.

Submissions must be made in digital form. Direct responses to hart.crane@greensboro-nc.gov.

Failure to include the required elements will be grounds for dismissal of a proposal from further consideration.

Please be aware of the following:

- The City reserves the right to ask for clarification, or accept any minor irregularities or informalities in determining whether a proposal is responsive.
- Following review, one or more of the developers may be asked to provide clarifying or additional information.
- Previous submitters and interested parties will receive notice by email of the selection results.
- The City reserves the right to discontinue the solicitation process.
- A claw-back clause will be included to reclaim the property should development not be initiated pursuant to the terms of the final development agreement.

Evaluation Criteria

1. **Experience. [20 points]** Does the developer demonstrate experience in similar development activities? Are project staff sufficiently qualified? Positive feedback from references?

2. **Proposed Development. [25 points]** Does the proposed use of property align with existing land use, zoning and neighborhood constraints?
3. **Budget & Financial Capacity. [25 points]** Is the combination of financing and funds available sufficient to complete the project?
4. **Development Timeline. [20 points]** Does the proposed timeline contain sufficient detail to be credible? Is the timeline reasonable? Does it identify all relevant steps? Is there confidence that project initiation will occur within set timelines?
5. **References. [10 points]** Do references positively reflect the capacity, reliability and accomplishments of the developer?

Review Committee and Approval Process

Responsive submittals will be reviewed by a committee of City staff, who will recommend a proposal for consideration by Greensboro City Council that best reflects the evaluation criteria described herein. The staff review committee will analyze each individual submission through a standardized rubric and grading system. Since there is no timeline associated with this request, the submittal window will close when a response is accepted by the Review Committee. When a submission is accepted, previous submitters and interested parties will be notified via email that the submission window has closed. The review and approval process will be as follows:

| Evaluation Process and Review Steps | Duration |
|---|--|
| Proposal is received via email, project manager determines level of responsiveness based on the outlined submission criteria on pages 2 and 3. <ul style="list-style-type: none"> • If deemed responsive, the proposal moves forward to the Review Committee. • If deemed unresponsive, you will receive an email from the project manager within five (5) business days, indicating what requirements were not met. | 5 Business Days |
| Using the evaluation criteria on page 3 and 4 the committee will evaluate the submission within ten (10) business days of receiving the submittal. <ul style="list-style-type: none"> • If accepted, a subsequent electronic notice will go to all previous submitters and interested parties that the submission window is closed. • If rejected, you will receive an email from the project manager indicating the reasons for the rejection. | 10 Business Days |
| City staff and the applicant will outline and agree upon the terms and conditions of the development agreement, these terms are then advertised for upset bid. | 10 Business Days |
| The City will purchase space in the newspaper to advertise the Upset Bid proposal opportunity. It will take approximately 7 days for the ad to be developed and for the newspaper to publish. | 7 Business Days |
| Once published in the newspaper, the 10-Day Upset Bid process will begin. <ul style="list-style-type: none"> • In the event where no additional proposal is submitted, staff requests City Council consideration. • In the event where an upset bid is received, the process repeats itself until no further bids are received. | No upset bid: up to 45 Business Days Upset bid: TBD |
| City Council makes the final decision. If approved by City Council, a sales contract will be produced with claw-back provisions. If not approved, the Request for Proposal opportunity will be re-opened. | 15 Business days |
| Anticipated Length of Evaluation, Review and Approval Process: | 102 Business Days |

Questions

Questions regarding this request can be submitted until a proposal has been accepted by the review committee, at which point all previous submitters will be notified via email that the submission window has closed. All questions will be answered within five (5) business days and the answers will be posted to the City webpage dedicated to property disposition, found here: <https://www.greensboro-nc.gov/departments/planning/learn-more-about/properties-for-sale>.

Background Materials

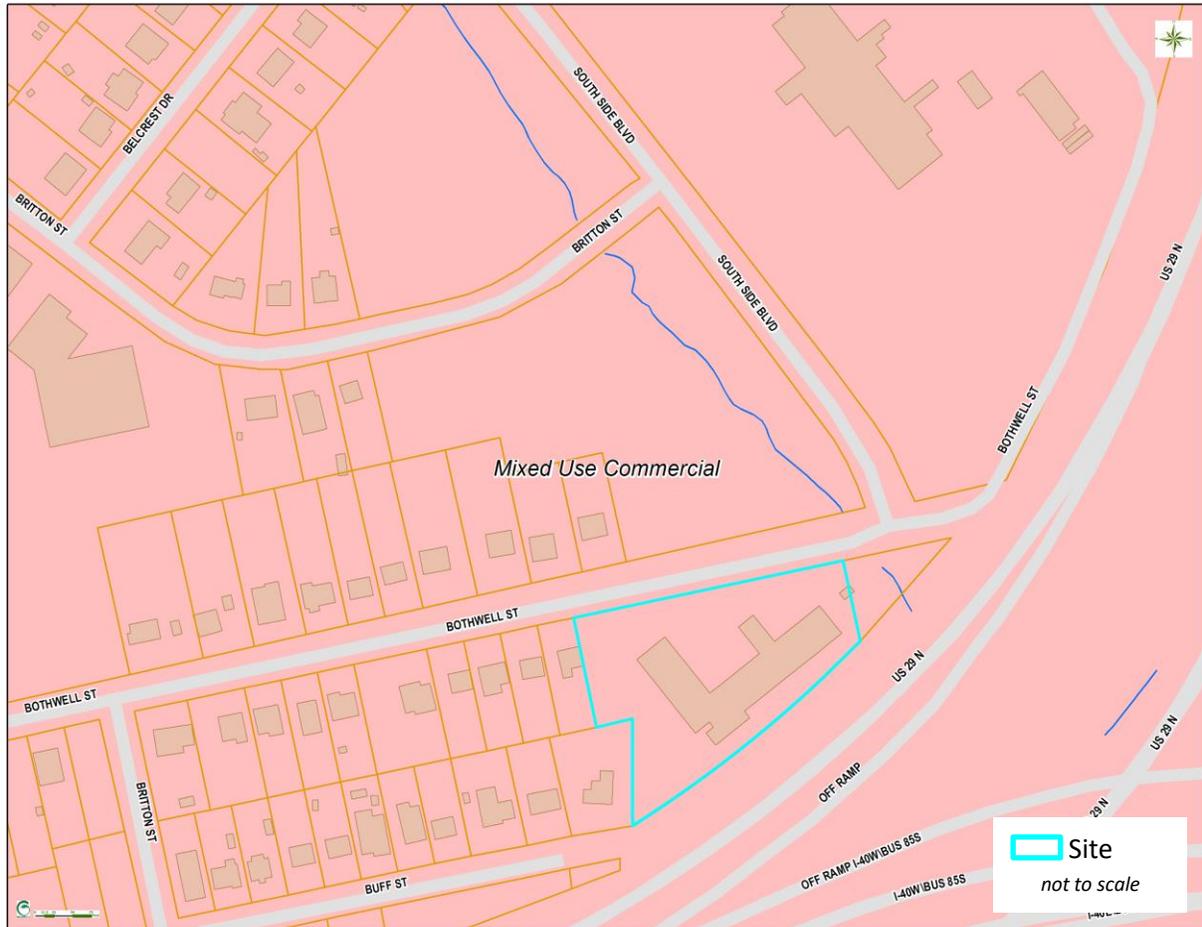


Figure 2. Generalized Future Land Use Plan

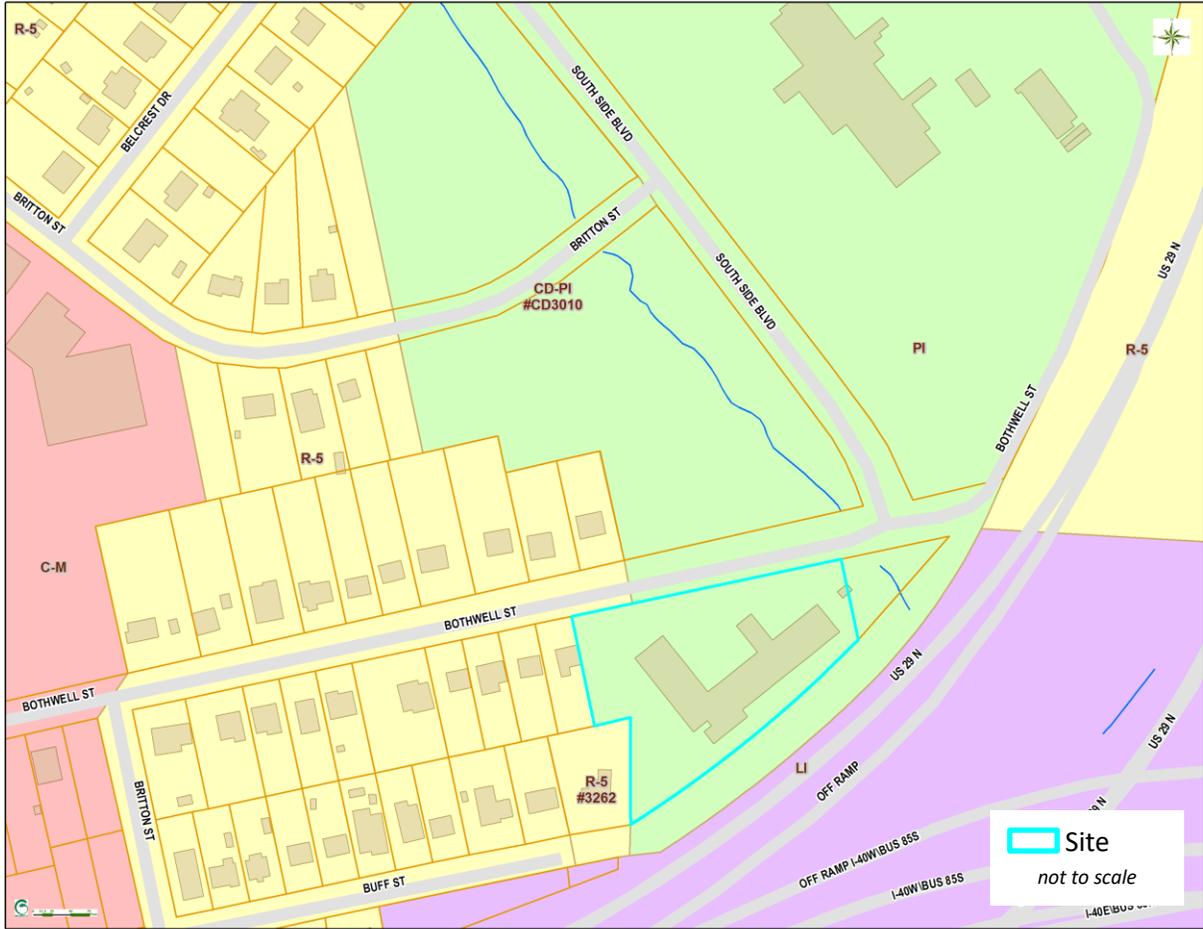


Figure 3. Zoning

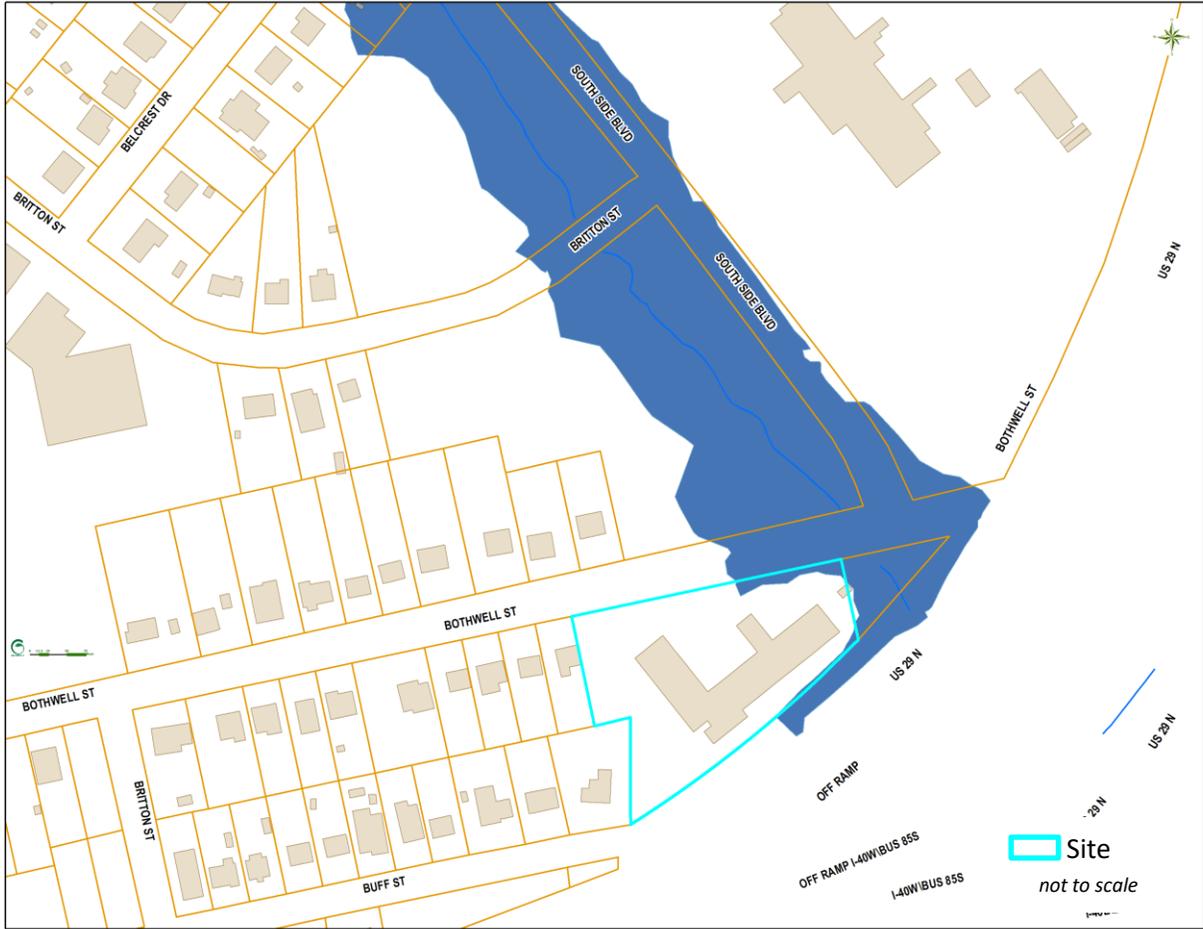


Figure 4. Floodplain